

FY 99 Initial Endorsements -- year end thru 9/30

All Multifamily ... by Main Group & HUB

| HUB | Data | 202/811 | Basic FHA | Risk Sharing | Hospitals | Grand Total |
|------------------|--------------------|----------------|------------------|---------------------|------------------|--------------------|
| ATLANTA | # Loans | 27 | 26 | 5 | | 58 |
| | # Units | 577 | 3,241 | 180 | | 3,998 |
| | Mtge (mils) | \$33.6 | \$154.9 | \$3.3 | | \$191.9 |
| | % of col loans | 10.0% | 4.5% | 6.1% | | 6.2% |
| | % of col units | 7.6% | 4.2% | 1.9% | | 4.1% |
| | % of col \$\$ | 6.1% | 4.1% | 0.8% | | 3.8% |
| BALTIMORE | # Loans | 14 | 39 | 6 | | 59 |
| | # Units | 318 | 6,479 | 670 | | 7,467 |
| | Mtge (mils) | \$21.1 | \$312.8 | \$34.5 | | \$368.3 |
| | % of col loans | 5.2% | 6.8% | 7.3% | | 6.3% |
| | % of col units | 4.2% | 8.4% | 7.0% | | 7.7% |
| | % of col \$\$ | 3.8% | 8.3% | 8.1% | | 7.4% |
| BOSTON | # Loans | 19 | 28 | 17 | | 64 |
| | # Units | 362 | 3,036 | 2,299 | | 5,697 |
| | Mtge (mils) | \$28.7 | \$94.0 | \$109.4 | | \$232.2 |
| | % of col loans | 7.0% | 4.9% | 20.7% | | 6.9% |
| | % of col units | 4.8% | 3.9% | 23.9% | | 5.9% |
| | % of col \$\$ | 5.2% | 2.5% | 25.6% | | 4.6% |
| BUFFALO | # Loans | 10 | 26 | | | 36 |
| | # Units | 252 | 2,801 | | | 3,053 |
| | Mtge (mils) | \$18.2 | \$134.4 | | | \$152.7 |
| | % of col loans | 3.7% | 4.5% | | | 3.9% |
| | % of col units | 3.3% | 3.6% | | | 3.1% |
| | % of col \$\$ | 3.3% | 3.6% | | | 3.0% |
| CHICAGO | # Loans | 15 | 39 | 3 | | 57 |
| | # Units | 647 | 7,491 | 408 | | 8,546 |
| | Mtge (mils) | \$50.6 | \$269.5 | \$15.6 | | \$335.7 |
| | % of col loans | 5.6% | 6.8% | 3.7% | | 6.1% |
| | % of col units | 8.5% | 9.7% | 4.2% | | 8.8% |
| | % of col \$\$ | 9.2% | 7.2% | 3.6% | | 6.7% |
| COLUMBUS | # Loans | 14 | 28 | 2 | | 44 |
| | # Units | 283 | 3,534 | 148 | | 3,965 |
| | Mtge (mils) | \$19.5 | \$179.5 | \$3.9 | | \$202.9 |
| | % of col loans | 5.2% | 4.9% | 2.4% | | 4.7% |
| | % of col units | 3.7% | 4.6% | 1.5% | | 4.1% |
| | % of col \$\$ | 3.6% | 4.8% | 0.9% | | 4.1% |

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|--------------|----------------|---------|-----------|--------------|-----------|-------------|
| DENVER | # Loans | 6 | 31 | 7 | | 44 |
| | # Units | 234 | 2,745 | 484 | | 3,463 |
| | Mtge (mils) | \$15.7 | \$162.8 | \$14.7 | | \$193.2 |
| | % of col loans | 2.2% | 5.4% | 8.5% | | 4.7% |
| | % of col units | 3.1% | 3.5% | 5.0% | | 3.6% |
| | % of col \$\$ | 2.9% | 4.3% | 3.4% | | 3.9% |
| DETROIT | # Loans | 6 | 14 | 1 | | 21 |
| | # Units | 234 | 1,620 | 108 | | 1,962 |
| | Mtge (mils) | \$16.4 | \$67.9 | \$3.0 | | \$87.3 |
| | % of col loans | 2.2% | 2.4% | 1.2% | | 2.3% |
| | % of col units | 3.1% | 2.1% | 1.1% | | 2.0% |
| | % of col \$\$ | 3.0% | 1.8% | 0.7% | | 1.7% |
| FORT WORTH | # Loans | 24 | 82 | 4 | | 110 |
| | # Units | 750 | 13,297 | 272 | | 14,319 |
| | Mtge (mils) | \$39.0 | \$615.3 | \$7.2 | | \$661.5 |
| | % of col loans | 8.9% | 14.3% | 4.9% | | 11.8% |
| | % of col units | 9.9% | 17.2% | 2.8% | | 14.7% |
| | % of col \$\$ | 7.1% | 16.4% | 1.7% | | 13.2% |
| GREENSBORO | # Loans | 14 | 46 | | | 60 |
| | # Units | 269 | 6,178 | | | 6,447 |
| | Mtge (mils) | \$17.9 | \$321.4 | | | \$339.3 |
| | % of col loans | 5.2% | 8.0% | | | 6.4% |
| | % of col units | 3.5% | 8.0% | | | 6.6% |
| | % of col \$\$ | 3.3% | 8.6% | | | 6.8% |
| JACKSONVILLE | # Loans | 13 | 32 | 10 | | 55 |
| | # Units | 336 | 4,778 | 2,357 | | 7,471 |
| | Mtge (mils) | \$18.8 | \$229.3 | \$143.1 | | \$391.2 |
| | % of col loans | 4.8% | 5.6% | 12.2% | | 5.9% |
| | % of col units | 4.4% | 6.2% | 24.5% | | 7.7% |
| | % of col \$\$ | 3.4% | 6.1% | 33.5% | | 7.8% |
| KANSAS CITY | # Loans | 17 | 27 | | | 44 |
| | # Units | 411 | 3,847 | | | 4,258 |
| | Mtge (mils) | \$26.2 | \$177.9 | | | \$204.0 |
| | % of col loans | 6.3% | 4.7% | | | 4.7% |
| | % of col units | 5.4% | 5.0% | | | 4.4% |
| | % of col \$\$ | 4.8% | 4.7% | | | 4.1% |
| LOS ANGELES | # Loans | 10 | 46 | 4 | | 60 |
| | # Units | 462 | 3,266 | 264 | | 3,992 |
| | Mtge (mils) | \$40.4 | \$146.3 | \$13.8 | | \$200.6 |
| | % of col loans | 3.7% | 8.0% | 4.9% | | 6.4% |
| | % of col units | 6.1% | 4.2% | 2.7% | | 4.1% |
| | % of col \$\$ | 7.4% | 3.9% | 3.2% | | 4.0% |

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|--------------------------|--------------------|----------------|------------------|---------------------|------------------|--------------------|
| MINNEAPOLIS | # Loans | 14 | 33 | 6 | | 53 |
| | # Units | 301 | 4,135 | 704 | | 5,140 |
| | Mtge (mils) | \$21.3 | \$215.5 | \$7.4 | | \$244.2 |
| | % of col loans | 5.2% | 5.7% | 7.3% | | 5.7% |
| | % of col units | 4.0% | 5.3% | 7.3% | | 5.3% |
| | % of col \$\$ | 3.9% | 5.7% | 1.7% | | 4.9% |
| NEW YORK | # Loans | 14 | 6 | 1 | 4 | 25 |
| | # Units | 674 | 1,222 | 87 | 2,430 | 4,413 |
| | Mtge (mils) | \$67.5 | \$158.9 | \$4.2 | \$239.2 | \$469.9 |
| | % of col loans | 5.2% | 1.0% | 1.2% | 80.0% | 2.7% |
| | % of col units | 8.9% | 1.6% | 0.9% | 90.5% | 4.5% |
| | % of col \$\$ | 12.3% | 4.2% | 1.0% | 87.3% | 9.4% |
| PHILADELPHIA | # Loans | 24 | 20 | 1 | 1 | 46 |
| | # Units | 688 | 4,053 | 61 | 256 | 5,058 |
| | Mtge (mils) | \$54.2 | \$195.7 | \$0.8 | \$34.9 | \$285.5 |
| | % of col loans | 8.9% | 3.5% | 1.2% | 20.0% | 4.9% |
| | % of col units | 9.1% | 5.2% | 0.6% | 9.5% | 5.2% |
| | % of col \$\$ | 9.9% | 5.2% | 0.2% | 12.7% | 5.7% |
| SAN FRANCISCO | # Loans | 22 | 38 | 10 | | 70 |
| | # Units | 619 | 4,509 | 1,125 | | 6,253 |
| | Mtge (mils) | \$48.3 | \$267.7 | \$47.4 | | \$363.4 |
| | % of col loans | 8.1% | 6.6% | 12.2% | | 7.5% |
| | % of col units | 8.2% | 5.8% | 11.7% | | 6.4% |
| | % of col \$\$ | 8.8% | 7.1% | 11.1% | | 7.3% |
| SEATTLE | # Loans | 7 | 13 | 5 | | 25 |
| | # Units | 161 | 1,188 | 435 | | 1,784 |
| | Mtge (mils) | \$11.5 | \$51.7 | \$19.4 | | \$82.6 |
| | % of col loans | 2.6% | 2.3% | 6.1% | | 2.7% |
| | % of col units | 2.1% | 1.5% | 4.5% | | 1.8% |
| | % of col \$\$ | 2.1% | 1.4% | 4.5% | | 1.7% |
| Total # Loans | | 270 | 574 | 82 | 5 | 931 |
| Total # Units | | 7,578 | 77,420 | 9,602 | 2,686 | 97,286 |
| Total Mtge (mils) | | \$549.0 | \$3,755.6 | \$427.6 | \$274.1 | \$5,006.3 |